

Message Text

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15

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 160905Z DEC 75
FM AMCONSUL FRANKFURT
TO SECSTATE WASHDC 2324
USDOC WASHDC
INFO AMEMBASSY BONN

UNCLAS FRANKFURT 8323

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJ: WTDR/FTI: PTM PANTROMAT GMBH.

REF: USDOC 17303

1. GERMANY 2. CNTRY CODE: 428 3. SER. NO. N/A
4. PTM PANTROMAT GMBH.
4A CODE: 4B CODE: E
5. POSTF. 1260, GEORG-TREBERSTR 17.
6. D 6090 RUESSELHEIM GERMANY
7. ESTABL: 1958 8. EMPL: 30 9. SIZE (20-X) MEDIUM
10. REPUTATION: (22-X) GOOD
11. SALES AREA: W. GERMANY, ECC AND EFTA COUNTRIES, NEAR EAST,
AFRICA AND EAST ASIA.

12. RPT DATE 12/75

13A 35852/345 WHS EX. IM OF ROOM AIR CONDITIONERS.
13B 36331/345 WHS EX IM OF LAUNDRY WASHER AND WASHER DRYER COMBINATIO
N.
13C 36350/345 WHS EX IM OF VACUUM CLEANERS.
13D 36394/345 WHS EX IM OF DISHWASHER, HOUSEHOLD TYPE.
14. CONTACT: KURT DUSCHNER TITLE: SALE MANAGER
15. CABLE: PANTROMAT 16. TELEX: 04-15739 17. TEL 06142-43046
18. FINANCIAL REFS: INTER FACTOR BANK, MAINZ: BHF BANK, MAINZ.
19. TRADE REFS: MSGRAW EDISON INTERN. SALES CORP. ELGIN, ILL.
20 FOREIGN FIRMS REPRESENTED: MCGRAW EDISON INTERN. SALES CORP.,
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ELGIN, ILL. (AIR CONDITIONERS SINCE 1973); FAMULUS ELEKTROGERAETE

GMBH, GRAZ, AUSTRIA (VACUUM CLEANERS SINCE 1974); SMEG SPA, GUSTALLA, ITALY (DISHWASHERS SINCE 1972); RIBER SAS, BEINASCO, ITALY (WASHER DRYER COMBINATION SINCE 1968); SAN CIORGIO ELETTRODOMESTICI, LA SPEZIA, ITALY (WASHER DRYER COMBINATION SINCE 1971). PTM IN ADDITION IS LIENSOR TO THE LATTER TWO ITALIAN FIRMS (SEE ITEM 21).

21 THE FIRM WAS ESTABLISHED IN 1958 UNDER THE NAME KENWOOD GMBH. IN STUTTGART. IN 1963 IT MOVED TO RUESSELSHEIM AND THE NAME WAS CHANGED ABOUT 1 YEAR AGO THE FIRM IS REGISTERED AS CORPORATION WITH A NOMINAL CAPITAL OF DM 100,000. DIETER HERMANN HEUMANN (GENERAL MANAGER)

HOLDS 86 0/0 14 0/0 IS HELD BY GEORG KRAESSLE AND WOLFGANG JUNG TOGETHER. THE COMBINED WASHER/DRYER MANCHIN WITHIN ITS SALES PROGRAM IS ENGINEERED AND DEVELOPED BY PTM, WHICH ALSO HOLDS THE PATENT. THE MANUFACTURE IS DONE BY TWO ITALIAN FIRMS (SEE ITEM 20). IN ADDITION TO THE 30 EMPLOYEES, THE FIRM HAS 12 REPRESENTATIVES. ITS FINANCIAL SITUATION IS ORDERLY. THE ANNUAL VOLUME OF BUSINESS IS DM 20 MILLION. THE OVERALL INVENTORY IS VALUED AT DM 1 MILLION. REAL ESTATE IS NOT OWNED. THE FIRMS' BANK REFERS TO MANY YEARS OF PLEASANT BUSINESS CONNECTIONS AND REPORTS THE FIRM TO HAVE CAPITAL RESERVES OF SEVERAL DM 100 THOUSANDS. OBLIGATIONS ARE PROMPTLY MET. RECOMMENDED AS A GOOD BUSINESS CONTACT FOR U.S. FIRMS.

2. PREPARED BY P. BARTOLSIC, APPROVED BY R.C. VAN VOORHEES AT U.S. CONSULATE GERMANY, FRANKFURT. LEHMANN

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